RJ REYNOLDS

TOBACCO COMPANY

COPY

J. CAMPBELL / ROU 1810
PROMOTIONAL COORDINATOR

8899 MAIN STREET
WILLIAMSVILLE, NY 14221
(716) 634-4179
FAX (716) 634-3145

May 6, 1998

RJR Account #281200
Ms. N. Hibbert
HIBBERT & McGEE, INC.

JUNE CTS: DORAL BUY 8 PACKS GET 2 PACKS FREE / PROMOTION #800541

Dear Nancy:

DORAL B8G2F 'PRE-SLEEVED' product (6M) has been ordered to ship this promotion to participating retail accounts on the attached Customer List. Refer to the Customer List for specific distribution of product.

DORAL B4G1F BRAND STYLEs	UPC Code	#/ (6M) Cases
Light King	12300-25291	4
Light 100	12300-25292	4
FF 100	12300-25293	4
Lt Men 100	12300-25294	4
Ult Lt 100	12300-25295	4
Box 100	12300-25296	4
Lt Box 100	12300-25297	4

Billing per 6M Case: **24 Savings Cartons**

Product Arrival: **May 18, 1998**

Ship Date to Retail: **Week of: June 8, 1998**

EFT $ Amount: **$6,392.48**

PARTNERS 'BONUS' REPORTING DESCRIPTION	'DOR JUN B8G2F'

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PROMOTION DESCRIPTION:

**** * * * NO PACKING IS REQUIRED * * * ****

SHIP NUMBER OF CARTONS PER BRAND STYLE TO EACH RETAIL ACCOUNT AS INDICATED ON THE ATTACHED CUSTOMER LIST.

A list of accounts authorized to receive product distribution is attached. RJR will reimburse you $3.60 per each **promoted 6M** case for all product packed and shipped to retail on a timely basis. This equates to **$100.80 (28 (6M) case(s) @ $3.60)**. Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

As always, thanks for your assistance in the marketing of our products.

Sincerely,

Judy

J. Campbell
Promotional Coordinator / 1610
/jc
cc: B. Cook
L. E. MacWilliams

Enclosure: Customer List

Note to RJR Manager:
Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

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DIRECT ACCOUNT RETAIL CUSTOMER LIST

PROMOTION #800541: DORAL BUY 8 PACKS GET 2 PACKS FREE

RETAIL DISTRIBUTION DATE: 6/8/98

**** NO PACKING REQUIRED * POS Kits / Floor Base Displays will be shipped directly to Retail Accounts.***

7 BRAND STYLES: DORAL LT/ LT 100/ FF 100/ LT MEN 100/ ULT LT 100/ BOX 100/ LT BOX 100 **7 STYLES**

S/REL	T/REL	F/REL	ACCOUNT NAME	ADDRESS	CITY	STATE	[illegible]	[illegible]	VENDOR	[illegible]	[illegible]
162301	163829	717500	MCGREGOR'S PHARMACY	476 MAIN ST	WINOOSKI	VT	CS	281200	HIBBERT & MCGEE INC		30
163801	163827	679787	PAULS REDEMPTION CTR	RR #1/U.S. RTE. 5	DERBY	VT	CS	281200	HIBBERT & MCGEE INC	132	30
163801	163828	334692	BEVERAGE BARON	19 GABLE PL	BARRE	VT	CS	281200	HIBBERT & MCGEE INC		30
163802	163829	289988	WEST ADDISON GENERAL	RT#17 & LAKE RD	WEST ADDISON	VT	BI	281200	HIBBERT & MCGEE INC	2710	30
							281200 Total				4 CASE(S) PER STYLE

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